

## About Us:

- ▼ Founded in 2002, we are the UK's leading independent metrology company
- ▼ We work with industry leaders in automotive, aerospace, precision engineering, universities, Formula One and many other industries
- ▼ We are solution providers, rather than just product suppliers
- ▼ ISO17025 UKAS calibration lab, highly accredited
- ▼ Our engineers are UKAS certified operators
- ▼ We value and support our staff, encouraging them to develop new skills
- ▼ Currently transitioning from UK to whole of Europe coverage

## Technical Sales Manager - West Territory UK

- Territory covers Western side of UK, South coast up to the M62
- You might be based in the West Midlands and be willing to travel
- Skilled at building strong customer relationships?
- Experience selling high value capital equipment?
- Effectively communicate the benefits of a product, building a value proposition to potential clients, beyond just the commercials?
- Proactive and results-driven? you could be our next Territory Sales Manager

## Key responsibilities:

After on-boarding phase (*depending on previous experience and skills*)

the job role will ultimately comprise of the following:

- Responsibility for all aspects of the sales process – from lead generation and qualification to finding the most suitable solution for our customers and finally closing the deal
- Develop and execute a territory sales plan to promote and sell optical metrology devices from the entire Optimax product portfolio
- Identify potential clients and build strong relationships with existing customers
- Conduct product demonstrations and presentations to showcase the benefits of our equipment, this will include meeting customers at their premises and ours
- Collaborate with the marketing team to create targeted campaigns and promotional materials
- By working closely with our Applications department, you are responsible for providing technical guidance and commercial expertise to our customers during the entire sales process

- You will learn how to explain the technical and commercial justification for your solution. You will need to develop a thorough understanding of the technologies we offer and the applications to which they are suited so that you can quote for and deliver appropriate solutions
- Achieve sales targets and contribute to overall company growth

### Required Skills:

We are looking for a dynamic and proactive technical sales person with a background in selling capital equipment into the engineering and technical markets.

Essential for this role:

- A track record of technical sales success and a drive to win orders
- Interest in our products and supporting technology
- Self-motivated, results-oriented, and able to work independently
- Excellent communication and negotiation skills
- Ability to quickly understand customer requirements and identify suitable products
- IT skills sufficient to set up demonstrations and discuss integration of instruments with customer systems
- Full driving license

### What's in it for you?

- A varied and stimulating workload, with plenty of scope to make a difference
- Be part of a constantly developing and forward-thinking company
- Your opinion matters – as a specialist we will look to you for ideas and training
- A competitive base salary plus motivating commission scheme
- Company car
- Bonus scheme
- Benefits package (healthcare, retirement, etc.).

We look forward to hearing from you and are happy to answer any specific questions should they arise prior to formal application.

### Job Type:

- Full-time

## Pay:

**£30,000.00 - £60,000.00 per year**

### Additional pay:

- Bonus scheme
- Commission pay

## Benefits:

- Company car
- Company pension
- Health & wellbeing programme
- On-site parking
- Paid volunteer time
- Private dental insurance
- Private medical insurance
- Sick pay

## Schedule:

- Monday to Friday

## Education & Experience

- Bachelor's (preferred)
- Technical Sales: 1 year (preferred)

## Willingness to travel:

- 50% (required)

## Work Location:

- On the road